

How to Use the HSP40 Medical Commodities Statewide Contract

Contract #: HSP40	Contract Duration: 4/1/15 to 6/30/20
MMARS #: HSP40*	Options to renew: Two of one year each
COMMBUYS PO #: One per vendor, see Vendor List	
Max End Date: 6/30/22	
Contract Manager: Peter Etzel 617-720-3397 peter.etzel@state.ma.us	
This contract contains: Prompt Payment Discounts (PPD), Supplier Diversity Program (SDP), and Small Business Purchasing Program (SBPP)	

Contract Summary

This contract covers medical commodities for medical, surgical, urological, or wound care that are used for the provision of healthcare in any setting with the exception of laboratory supplies and equipment, prescription drugs and medical equipment costing more than \$5,000 per unit. The products and services available include:

- disposable equipment
- exam supplies and instruments: blood pressure cuffs, stethoscopes, thermometers,
- first aid products
- germicides, gloves, medical hosiery, protective wear
- IV sets, solutions, supplies and related products
- medical training aids such as manikins
- needles and syringes
- nursing charting and other supplies
- nutritional products including enteral feeding products and supplies
- medical linen, medicated soaps
- patient items: condoms, diapers, incontinence diapers/ briefs/under pads, mouth care products, sick room utensils, ostomy care products

Healthcare equipment with an individual value greater than \$5,000 is not covered by this contract and must be obtained from SWC HSP38 Healthcare Equipment Furniture, Furnishings & Related Services, or its successor contract.

Benefits and Cost Savings

- Competitive published net price lists allow buyers to compare prices.
- Vendors may offer additional market share or \$ volume discounts, or consignment programs.
- May pre-arrange direct billing Medicare Part B or purchaser at that price if lower than the Net Price List.
- Vendors must work with a purchaser to provide free sample products when the purchaser is conducting product review or evaluation trials prior to purchase.
- Vendors must arrange for purchaser training on products and respond to a request for training within ten (10) Calendar days of the request. When Continuing Education Credits are available for the training, the Vendor must make them available.
- Many SDP Plans are inclusive of subcontractors qualified to support a department for services under this contract and also helps a department to meet their SDP annual benchmarks.
- Vendors have local, regional, and national experience and exposure.

Who Can Use This Contract?

Applicable Procurement Law: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

Eligible Entities:

01. Cities, towns, districts, counties and other political subdivisions
02. Executive, Legislative and Judicial Branches, including all Departments and elected offices therein;
03. Independent public authorities, commissions and quasi-public agencies
04. Local public libraries, public school districts and charter schools;
05. Public Hospitals, owned by the Commonwealth;
06. Public institutions of high education
07. Public purchasing cooperatives;
08. Non-profit, UFR-certified organizations that are doing business with the Commonwealth;
09. Other states and territories with no prior approval by the State Purchasing Agent required; and
10. Other entities when designated in writing by the State Purchasing Agent.

Pricing and Purchase Options

Purchase Options:

Purchases made through this contract will be direct outright purchases.

All orders placed under this contract must include the following statement: "This order is placed under Statewide Contract HSP40" Otherwise, the order will not be considered "use of a Statewide Contract" for procurement purposes. In addition it is recommended that the following language be included: "All of the terms and conditions of the Statewide Contract HSP40 are incorporated herein and made a part hereof. Conflicting or additional terms, conditions or agreements included in or attached to this form shall be considered to be superseded and void."

Pricing and Buying Details:

For purchaser job aids, click here: [COMMBUYS Purchasing Job Aids](#).

General Hint - One way to find this SWC is with "Advanced Search" entering the contract number (three letters two digits) in the "Description" field.

Vendor catalogs can be searched in their Master Blanket Purchase Order (MBPO) **ONLY** if you are logged in to [COMMBUYS](#), and were assigned a "Basic Purchasing" role by your Organization Administrator. When you log in and are working under the Basic Purchasing Tab (many users will see only this tab), you can search the items in a vendors catalog under the items tab. You can use the results of your review of prices or your RFQ to create your Purchase Requisition, which will become your Purchase Order when approvals are complete.

Massachusetts State Net Price Lists are catalogs posted on COMMBUYS in each vendor's Master Blanket Purchase Order. If a vendor has a G2B punch-out catalog, click the link, build an order in the vendor's site, when finished the order will be transmitted back to COMMBUYS as your PO.

The vendors who committed to being Group Purchasing Organizations (GPO) Distributors are: Geriatric Medical & Surgical, RGH DBA Independence Medical, McKesson Medical-Surgical, and Westnet. They are able to use the MHA GPO Contracts to establish their maximum acquisition cost in determining their Net Price. To access the MHA catalog go to the [MHA Home Page](#), which is mhainc.com. Accessing the catalog requires an account number and password.

Quotes: The purchaser must contact a Vendor or Vendors on the Contract when a product is not on the Vendor's MA State Net Price List for a Quote in the form of a Net Price. The quoted and accepted price remains in effect until the next update of the price list. These additionally quoted products can be ordered from the vendor's catalog using the last line item "Non-catalog item quoted by vendor per RFR".

Additional Information

Geographic Service and Delivery Areas: Contractors will be able to provide the requested service(s) throughout the Commonwealth.

Recalls or Notices of Defects: The purchaser is to receive timely Vendor notice to work together to maintain operations. The purchaser is not responsible for the cost to replace the item and has the option of receiving a credit instead.

Returns: The purchaser may return any item in original packaging and in saleable condition within seven (7) calendar days of receipt of order unless at time of the order the Vendor clearly stated in writing that an item was not returnable. A wrongly shipped item received in error for which the purchaser notifies the Vendor within sixty (60) calendar days of receipt must be replaced, credited, or repaid by check at the option of the purchaser. The Vendor is responsible for the shipping costs of all returns and restocking charges are not allowed under the Contract.

Delivery: Shipping is free for delivery from the Vendor or for drop shipping directly from a manufacturer or other source within seven (7) calendar days of orders of \$50.00 or more in the same day to the same delivery address. A purchaser has the option of agreeing to special charges such as: a delivery charge of up to \$20.00 for orders under \$50.00, expedited (express or overnight) delivery, hazmat fees, or other special handling. All fuel charges or fuel surcharges are prohibited under this Contract.

Where to Find Contract Information on COMMBUYS

To find in depth Master Blanket Purchase Order (MBPO) information: on the [COMMBUYS](#) login page click on the "Contract & Bid Search" link, click the Contracts/Blankets button, enter the contract number (three letters two digits) in the Contract/Blanket Description, (if you have logged in and searching, some users will see a box labelled "Header Major Status" – if so, use the dropdown menu to select "3PS-Sent), then all users click the "Find It" button, to see all MBPO's. You will see the MBPO's listed below for each of the Contractors. If you see a "vCurrent" MBPO, it is historical information from the prior COMM-PASS system. Click the link you want to see. The Contract User Guide and RFR are posted with the MBPO's.

Strategic Sourcing Team Members

Name	Organization	Email Address
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Brian Sullivan	Western Mass Hospital	Brian.H.Sullivan@state.ma.us

Vendor List and Contract Information

The available Contractors are listed below. Supplier involvement in any of the following programs will have the appropriate three to four letter code at the end of the vendor listing. Programs include Small Business Purchasing Program (SBPP), Supply Diversity Office Certification (SDO, Formerly SOMWBA Certification), Supplier Diversity Program (SDP, Formerly AMP), Environmentally Preferable Products Program (EPP), and Prompt Pay Discount (PPD):

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|---|--|
| 1. Geriatric Medical & Surgical Supply
PO-15-1080-OSD01-OSD10-00000003420 | 800-442-1205, SDP, PPD 1% 20 days |
| 2. Independence Medical (RGH) was Invacare
PO-15-1080-OSD01-OSD10-00000003002 | 508-634-5705, SDP, PPD 1% 15 days |
| 3. McKesson Medical-Surgical/MN Supply
PO-15-1080-OSD01-OSD10-00000003114 | 800-328-8111x56960, SDP, PPD 1% 10 days |
| 4. Medline Industries, Inc.-own brand only
PO-15-1080-OSD01-OSD10-00000003112 | 508-478-3713, SDP, PPD 1% 10 days |
| 5. Trans Med USA Incorporated
PO-15-1080-OSD01-OSD10-00000003001 | 978-649-1970, SBPP, SDP, PPD 1% 10 days |
| 6. Westnet Incorporated
PO-15-1080-OSD01-OSD10-00000003115 | 781-828-7772, SBPP, SDO, SDP, PPD 1% 10 days |

Detailed vendor information is available on [COMMBUYS](#), click on the "Registered Vendor Search" link.

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